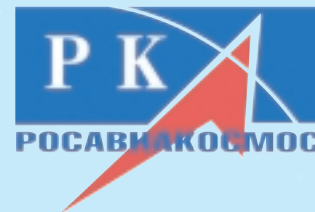


Russian Aviation and Space Agency (Rosaviakosmos)



Process

Principal Components of Offer

- Offer Description
- Technical Information
- Company Information and Management Team
- Market Analysis and Strategy Summary
- Financial Plan
- Letters of Intent/Commitment

Offer Review Steps

- Registration of Offer
- Review: Business Issues
Technical Issues
Legal/Policy Issues
- Dispositioning (Acceptance/Rejection)

Notifications to Offeror

- Registration Letter
- Evaluation Letter
- Status Letter

Commercial Development

- Minimal time from user's offer to project implementation
Depending on procedures
- Simple and clear process for offer review and selection, applied criteria, existing limitations, and restrictions
Depending on procedures
- Transparent pricing policy, reduced prices
Depending on project specificity
- Confidentiality/proprietary rights (i.e., intellectual property rights) protection
Depending on project specificity
- Standard commercial contracts for standard services
Depending on project specificity
- Nonstandard service offer (in particular, services which cannot be provided by other partners: delivery and accommodation of non-standard equipment, user consulting based on Russian unique experience, user access to databases on previous activities onboard Russian crewed space stations, etc.)
Depending on project specificity

Available Inventory & Pricing Policy

■ Space flights

- Participation of a customer or his representative in short guest mission (up to 10 days)
- Long-duration space flight to implement a customer's specific program

Standard provisions: cosmonaut and backup training, payload delivery by PROGRESS vehicle, payload delivery and return by SOYUZ vehicle, crew participation in the customer's program, communication and information, provision with resources for specific program, cosmonaut delivery, habitation, and return

Pricing in 2001–2002: depending on customer's schedule, program, and specific requirements.

■ Opportunities for scientific research and experiments

Available resources (for internal and external payloads): payload delivery by PROGRESS vehicle, crew time, volume, power, communication, and information

For external payloads, in addition: accommodation on external Universal Working Place, EVA

Pricing in 2001–2002: depending on required resources, ISS RS integration requirements, Russian party's interest in research results.

■ Advertisement

On a customer's demand (taking into consideration legal limitations)

Pricing: depending on required resources, ISS RS integration requirements, Russian party's sharing in profits of the commercial activity, and other specific terms and conditions.

■ Sale of resources

Resources: payload delivery and return, crew time, power, volume, and up and down link.

Pricing: The prices for the ISS RS resources and services are under development and will be published later.

Conditions of Services Sale, Lease of Resources

- Timing of use is negotiable, subject to the inventory of resources and accommodations available at every ISS program stage.
- Resale or transfer of customer rights is not permitted unless specifically agreed for certain cases.
- Costs associated with integration, flight certification, and safety compliance are the responsibility of the buyer.
- Costs associated with all hardware, software, and crew resources used onboard are to be covered by the buyer.
- Delivery to and from the launch site, freight, customs clearance taxes, and duties are the responsibility of the buyer.

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